

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Matt Carpenter	Ray Marsch	Dean Rotchford
Paul Carpenter	Jerry Rupert	Kyle Overby
Aaron Feather	Matt Carpenter	Jacob Odle
		Justin Maiden
		James Lacy
		Fredrick Scruggs
		House

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	2P0849A	2017	Toyota	CAMRY	12	Trade on Used	No	\$ 17,900	\$ 17,200	102%	\$2,418	\$2,516
2	2P0900	2018	Chevrolet	SILVERADO	29	Auction/Wholesale	No	\$ 29,600	\$ 29,600	103%	\$1,871	\$3,778
3	2P0919	2016	Subaru	OUTBACK	15	Auction/Wholesale	No	\$ 17,800	\$ 17,800	101%	\$1,235	\$2,614
4	2P0906	2017	GMC	TERRAIN	20	Auction/Wholesale	No	\$ 17,400	\$ 16,900	99%	\$301	\$800
5	2P0931	2020	Kia	SPORTAGE	3	Other	No	\$ 17,900	\$ 17,900	95%	\$1,556	\$2,762
6	23G238A	2019	GMC	ACADIA	8	Trade on New	Yes	\$ 28,900	\$ 28,900	94%	\$5,925	\$2,001
7	2P0937	2021	GMC	ACADIA	0	Other	No	\$ 29,900	\$ 29,900	97%	\$456	\$4,257
8	2P0872A	2018	GMC	SIERRA	35	Trade on Used	No	\$ 33,500	\$ 32,999	97%	\$2,404	\$2,675
9	24C024A	2017	Chevrolet	SILVERADO	64	Trade on New	No	\$ 27,500	\$ 27,500	90%	\$653	\$988
10	24C055A	2020	Buick	ENVISION	14	Trade on New	Yes	\$ 23,400	\$ 23,123	99%	\$1,392	\$0
11	24C028A	2020	Chevrolet	EQUINOX	13	Trade on New	Yes	\$ 21,400	\$ 21,400	98%	\$3,597	\$4,279
12	23C222A	2019	Chevrolet	SILVERADO	44	Trade on New	No	\$ 27,900	\$ 29,200	103%	\$3,257	\$0
13	2P0869A	2016	Jeep	CHEROKEE	28	Trade on Used	No	\$ 15,400	\$ 15,400	97%	\$4,863	\$3,426
14	24c032a	2020	GMC	TERRAIN	33	Trade on New	Yes	\$ 23,800	\$ 23,500	92%	\$1,236	\$2,850
15	23C243A	2018	Honda	CIVIC	17	Trade on New	No	\$ 17,800	\$ 16,300	101%	\$2,401	\$471
16	2P0946	2020	Honda	CRV	1	Other	No	\$ 24,700	\$ 24,500	99%	\$456	\$0
17	2P0925	2019	Nissan	SENTRA	25	Auction/Wholesale	No	\$ 13,900	\$ 14,350	103%	\$1,508	\$1,325
18	2P0840A	2016	Hyundai	SANTA FE	44	Trade on Used	No	\$ 13,400	\$ 13,400	94%	\$2,852	\$3,202
19	2p0928	2016	Chevrolet	silverado 2500	18	Street/Curb Buy	No	\$ 34,900	\$ 34,900	101%	\$4,557	\$1,100
20	2p0923	2020	Buick	ENCORE GX FWD	26	Other	No	\$ 19,700	\$ 19,200	97%	\$1,061	\$3,737
21	24C055B	2013	Buick	ENCORE	12	Trade on Used	No	\$ 10,900	\$ 10,900	100%	\$4,933	\$606
22	2P0871A	2020	Chevrolet	BLAZER	75	Auction/Wholesale	Yes	\$ 27,900	\$ 27,900	98%	(\$1,132)	\$3,587
23	2P0869B	2016	GMC	TERRAIN	8	Trade on Used	No	\$ 15,900	\$ 15,400	96%	\$2,910	\$1,772
24	23C232A	2020	Buick	ENCORE	38	Trade on New	Yes	\$ 19,400	\$ 18,725	96%	\$1,338	\$2,302
25	2P0898A	2018	Jeep	COMPASS	36	Auction/Wholesale	No	\$ 17,500	\$ 16,999	100%	\$742	\$2,466
26	2P0933	2020	Buick	ENCORE GX FWD	24	Auction/Wholesale	No	\$ 19,750	\$ 19,750	97%	\$234	\$3,238
27	2P0956	2018	Jeep	WRANGLER	60	Other	No	\$ 27,900	\$ 27,900	96%	\$856	\$3,995
28	24c031a	2021	Chevrolet	Equinox	10	Trade on New	Yes	\$ 22,900	\$ 22,000	100%	\$704	\$1,397
29	2P0904	2018	Nissan	KICKS	53	Other	No	\$ 16,500	\$ 16,200	103%	\$248	\$1,966
30	2P0962	2021	Ford	ESCAPE	3	Other	No	\$ 23,900	\$ 23,900	91%	\$1,656	\$4,445

Scoreboard Totals

% Retailed of Non-Franchise Make	53%
Total # Retail Units	40
Avg. Days to Sale	32.5
Avg. Advertised Price (Time of Sale)	\$ 23,065
Avg. Transaction Price	\$ 22,825
Avg. Market Price at 100%	\$ 23,357
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 240
Avg. Front-End Gross	\$ 1,350
Avg. Finance Gross	\$ 2,475
PUVR	\$ 3,825
Total Gross (Units & PUVR)	\$ 152,999
GROI	185%
% with Trade	28%
Avg. Over/Under Allowance	\$15



Scoreboard

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Desk Manager	Totals	Matt Carpenter	Paul Carpenter
% Retailed of Non-New Franchise	53%	47%	63%
Total # Retail Units	40	30	8
Avg. Days to Sale	32.5	35.0	29.5
Avg. Advertised Price (Time of Sale)	\$ 23,065	\$ 23,923	\$ 20,388
Avg. Transaction Price	\$ 22,825	\$ 23,619	\$ 20,419
Avg. Market Price at 100%	\$ 23,357	\$ 24,164	\$ 20,808
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 240	\$ 305	\$ (31)
Avg. Front-End Gross	\$ 1,350	\$ 954	\$ 2,660
Avg. Finance Gross	\$ 2,475	\$ 2,600	\$ 1,755
PUVR	\$ 3,825	\$ 3,555	\$ 4,415
Total Gross (Units & PUVR)	\$ 152,999	\$ 106,641	\$ 35,323
GROI	185%	155%	264%
% with Trade	28%	33%	0%
Avg. Over/Under Allowance	15	-13	0



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Aaron Feather			
100%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
7.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,550	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,906	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 350	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,037	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,481	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,518	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,035	#DIV/0!	#DIV/0!	#DIV/0!
1289%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
500	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Dean Rotchford	Kyle Overby
% Retailed of Non-New Franchise	53%	62%	40%
Total # Retail Units	40	13	5
Avg. Days to Sale	32.5	32.3	21.2
Avg. Advertised Price (Time of Sale)	\$ 23,065	\$ 21,862	\$ 26,280
Avg. Transaction Price	\$ 22,825	\$ 21,677	\$ 26,105
Avg. Market Price at 100%	\$ 23,357	\$ 22,765	\$ 26,464
Avg. Price to Market % (Time of Sale)	99%	96%	99%
Avg. Transaction to Market	98%	95%	99%
Avg. Transactional Discount	\$ 240	\$ 185	\$ 175
Avg. Front-End Gross	\$ 1,350	\$ 1,374	\$ 2,205
Avg. Finance Gross	\$ 2,475	\$ 2,632	\$ 1,192
PUVR	\$ 3,825	\$ 4,006	\$ 3,397
Total Gross (Units & PUVR)	\$ 152,999	\$ 52,076	\$ 16,987
GROI	185%	206%	221%
% with Trade	28%	31%	0%
Avg. Over/Under Allowance	15	77	0



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Jacob Odle	Justin Maiden	James Lacy	Fredrick Scruggs
60%	40%	40%	0%
10	5	5	1
38.6	47.6	25.2	8.0
\$ 22,145	\$ 26,510	\$ 23,860	\$ 15,900
\$ 21,985	\$ 26,222	\$ 23,604	\$ 15,400
\$ 22,798	\$ 24,877	\$ 24,072	\$ 16,563
97%	107%	99%	96%
96%	105%	98%	93%
\$ 160	\$ 288	\$ 256	\$ 500
\$ 916	\$ (40)	\$ 2,166	\$ 2,910
\$ 3,174	\$ 2,835	\$ 2,136	\$ 1,772
\$ 4,090	\$ 2,795	\$ 4,302	\$ 4,682
\$ 40,897	\$ 13,975	\$ 21,510	\$ 4,682
173%	81%	260%	1368%
30%	20%	60%	0%
-50	0	20	0

Scoreboard

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Finance Manager	Totals	Ray Marsch	Jerry Rupert
% Retailed of Non-New Franchise	53%	51%	67%
Total # Retail Units	40	35	3
Avg. Days to Sale	32.5	32.1	33.3
Avg. Advertised Price (Time of Sale)	\$ 23,065	\$ 23,423	\$ 18,100
Avg. Transaction Price	\$ 22,825	\$ 23,200	\$ 17,666
Avg. Market Price at 100%	\$ 23,357	\$ 23,757	\$ 18,391
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	98%	98%	96%
Avg. Transactional Discount	\$ 240	\$ 223	\$ 434
Avg. Front-End Gross	\$ 1,350	\$ 1,385	\$ 1,664
Avg. Finance Gross	\$ 2,475	\$ 2,559	\$ 2,753
PUVR	\$ 3,825	\$ 3,945	\$ 4,417
Total Gross (Units & PUVR)	\$ 152,999	\$ 138,064	\$ 13,250
GROI	185%	191%	270%
% with Trade	28%	26%	33%
Avg. Over/Under Allowance	15	26	0



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Matt Carpenter			
50%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
39.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,250	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,000	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,257	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 250	#DIV/0!	#DIV/0!	#DIV/0!
\$ 253	#DIV/0!	#DIV/0!	#DIV/0!
\$ 590	#DIV/0!	#DIV/0!	#DIV/0!
\$ 843	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,685	#DIV/0!	#DIV/0!	#DIV/0!
32%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
-150	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	40	11	29
Avg. Days to Sale	32.5	34.8	31.7
Avg. Advertised Price (Time of Sale)	\$ 23,065	\$ 24,436	\$ 22,354
Avg. Transaction Price	\$ 22,825	\$ 24,068	\$ 22,354
Avg. Market Price at 100%	\$ 23,357	\$ 25,190	\$ 22,693
Avg. Price to Market % (Time of Sale)	99%	97%	99%
Avg. Transaction to Market	98%	96%	99%
Avg. Transactional Discount	\$ 240	\$ 368	\$ 191
Avg. Front-End Gross	\$ 1,350	\$ 1,518	\$ 1,286
Avg. Finance Gross	\$ 2,475	\$ 2,644	\$ 2,411
PUVR	\$ 3,825	\$ 4,162	\$ 3,697
Total Gross (Units & PUVR)	\$ 152,999	\$ 45,783	\$ 107,216
GROI	185%	179%	188%
% with Trade	28%	45%	21%
Avg. Over/Under Allowance	15	-27	31



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	40	19	21
Avg. Days to Sale	32.5	28.6	36.0
Avg. Advertised Price (Time of Sale)	\$ 23,065	\$ 26,339	\$ 19,798
Avg. Transaction Price	\$ 22,825	\$ 26,171	\$ 19,798
Avg. Market Price at 100%	\$ 23,357	\$ 27,082	\$ 20,030
Avg. Price to Market % (Time of Sale)	99%	97%	99%
Avg. Transaction to Market	98%	97%	99%
Avg. Transactional Discount	\$ 240	\$ 168	\$ 304
Avg. Front-End Gross	\$ 1,350	\$ 1,835	\$ 910
Avg. Finance Gross	\$ 2,475	\$ 2,564	\$ 2,395
PUVR	\$ 3,825	\$ 4,399	\$ 3,306
Total Gross (Units & PUVR)	\$ 152,999	\$ 83,578	\$ 69,421
GROI	185%	211%	167%
% with Trade	28%	37%	19%
Avg. Over/Under Allowance	15	-58	81



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	40	10	6
% of Retail Units	100%	25%	15%
% Retailed of Non-New Franchise	53%	40%	67%
Avg. Days to Sale	32.5	29.7	23.2
Avg. Transaction Price	\$ 22,825	\$ 23,125	\$ 17,550
Avg. Transaction to Market %	98%	96%	96%
Avg. Transactional Discount	\$ 240	\$ 265	\$ 284
Avg. Front End Gross	\$ 1,350	\$ 2,184	\$ 3,397
Avg. Finance Gross	\$ 2,475	\$ 1,831	\$ 2,366
PUVR	\$ 3,825	\$ 4,015	\$ 5,763
Total Gross (Units & PUVR)	\$ 152,999	\$ 40,151	\$ 34,577
GROI	185%	210%	510%
% with Trade	28%	30%	17%
Avg. Over/Under Allowance	15	20	83



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	11	0	0
8%	28%	0%	0%
0%	55%	#DIV/0!	#DIV/0!
30.7	39.5	#DIV/0!	#DIV/0!
\$ 26,900	\$ 21,309	#DIV/0!	#DIV/0!
100%	98%	#DIV/0!	#DIV/0!
\$ -	\$ 214	#DIV/0!	#DIV/0!
\$ 3,207	\$ 599	#DIV/0!	#DIV/0!
\$ 2,805	\$ 2,232	#DIV/0!	#DIV/0!
\$ 6,012	\$ 2,831	#DIV/0!	#DIV/0!
\$ 18,036	\$ 31,145	#DIV/0!	#DIV/0!
262%	121%	#DIV/0!	#DIV/0!
33%	27%	#DIV/0!	#DIV/0!
-67	-82	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	9
0%	3%	23%
#DIV/0!	100%	67%
#DIV/0!	161.0	19.7
#DIV/0!	\$ 37,210	\$ 24,906
#DIV/0!	129%	96%
#DIV/0!	\$ 1,690	\$ 133
#DIV/0!	\$ (12,339)	\$ 876
#DIV/0!	\$ 4,208	\$ 3,259
#DIV/0!	\$ (8,131)	\$ 4,136
#DIV/0!	\$ (8,131)	\$ 37,221
#DIV/0!	-49%	304%
#DIV/0!	0%	33%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	40	23	6
% of Retail Units	100%	57%	15%
% Retailed of Non-New Franchise	53%	52%	50%
Avg. Days to Sale	32.5	14.9	38.3
Avg. Transaction Price	\$ 22,825	\$ 21,355	\$ 22,471
Avg. Transaction to Market %	98%	97%	96%
Avg. Transactional Discount	\$ 240	\$ 266	\$ 113
Avg. Front End Gross	\$ 1,350	\$ 2,210	\$ 1,972
Avg. Finance Gross	\$ 2,475	\$ 2,322	\$ 2,249
PUVR	\$ 3,825	\$ 4,532	\$ 4,221
Total Gross (Units & PUVR)	\$ 152,999	\$ 104,230	\$ 25,324
GROI	185%	514%	176%
% with Trade	28%	26%	0%
Avg. Over/Under Allowance	15	48	0



46-60 days	61-90 days	90+ days
5	4	1
13%	10%	3%
80%	25%	100%
54.0	74.5	161.0
\$ 23,820	\$ 25,200	\$ 37,210
97%	96%	129%
\$ 160	\$ 75	\$ 1,690
\$ 691	\$ (61)	\$ (12,339)
\$ 3,579	\$ 1,439	\$ 4,208
\$ 4,270	\$ 1,378	\$ (8,131)
\$ 21,351	\$ 5,512	\$ (8,131)
120%	26%	-49%
40%	75%	0%
-40	-75	0